Hook – cards

Based on Carl Jung. The MBTI was constructed by Katharine Cook Briggs and her daughter Isabel Briggs Myers. – War effort women in industrial work – identifying jobs – not psychologists – but "aha" –test 166 items, book posthumous. (INFJ & INFP)

Three dimensions and a "switch"

- E-I (attitude) (Z-axis?)
- Perceiving functions N S – preferences [FIRST CHOICE, IN MOST SITUATIONS]
- Judging functions T F - preferences
- Fourfold structure – Dominant to inferior function (least differentiated, trusted, conscious) shadow
- Switch – "Lifestyle preference" extension by Isabel BM [DRAW IT] → structured versus unstructured
- ORDERING LETTERS (strengths and weaknesses)
- If one extreme, need balancing extreme, eg INTJ or INFJ (inspiration, insight, symbolism, imagination, creativity) - dream world unconscious content
- Percentages I-E, S-N
- Matrix HANDOUT– cf deep profiles like real characters, each distinct
- Hard to remember and track 16 types, simpler grouping is more useful… historical--

Temperaments – cards

Eg Hippocrates - Sanguine, Phegmatic, Melancholic, Choleric – ignore internal functions and group by external behavior.

QUOTE PARAGRAPH PAGE 29 --- Kiersey says you're born with one of the basic temperaments and you differentiate into one of the 4 specific types.

- Dionysian **SP** – action, impulse, freedom 38%
- Epimethian **SJ** - Duty, being useful, caretaker, parental, stoic, maintaining social norms and tradition 38%
- Promethean **NT** – understand and control nature, drive for competence, knowledge, intelligence, and wisdom; scientific 12%
- Apollonian **NF** - Self actualization, becoming – incomprehensible to other types, even to themselves, and to them the goals of the SP, SJ, and NT seem false. Their focus is on people and relationships, not things. They can appear to be whatever people want them to be. 12%

Sex – most common ET vs EF, INTJ

Other descriptors – HSP, Kolberg, NLP modes, LR…

Big Five FFM

Extraversion, openness to experience, conscientiousness, agreeableness, neuroticism.

Academic groups, word association, factor analysis (therefore supposedly more objective, used in research, but no theory behind it) -- called a "psychology of the stranger", because they refer to traits that are relatively easy to observe in a stranger; other aspects of personality that are more privately held or more context-dependent (like MBTI) are excluded from the Big Five.

Eg research results: “research has demonstrated that Agreeableness is negatively related to salary. Those high in Agreeableness make less, on average, than those low in the same trait. Neuroticism is also negatively related to salary while Conscientiousness and Extraversion are positive predictors of salary.[179]
-- the Openness factor is particularly unsupported in Asian countries and that a different fifth factor is identified.
-- relationship quality was higher among those high in self-reported extraversion”

Heritability [PAGE - GENERAL]- Among four recent twin studies -- openness to experience was estimated to have a 57% genetic influence, extraversion 54%, conscientiousness 49%, neuroticism 48%, and agreeableness 42%.[60]

Changeable - therapy (except intro/extra - Cain) versus MBTI seem less changeable?

Development of the Big Five throughout adulthood – “Many studies of longitudinal data, which correlate people's test scores over time, and cross-sectional data, which compare personality levels across different age groups, show a high degree of stability in personality traits during adulthood.[88] It is shown that the personality stabilizes for working-age individuals within about four years after starting working. There is also little evidence that adverse life events can have any significant impact on the personality of individuals.[89] More recent research and meta-analyses of previous studies, however, indicate that change occurs in all five traits at various points in the lifespan. The new research shows evidence for a maturation effect. On average, levels of agreeableness and conscientiousness typically increase with time, whereas extraversion, neuroticism, and openness tend to decrease.[90]”

Mapping TABLE

Objections –

Scale cutoff – BELL CURVE draw – not bimodal (but seems like it to IBM and me--mystery)(Most people are not types but just an undifferentiated blend?)(I'm more biased than I think?)

not full test

easy to fake – but its for you

misinterpret questions – it's overall life, not just now.

"My friend didn't like her result so she changed it. So it's somewhat arbitrary." - refinining

Skew -(neuroticism extra factor; self insight),

- MS Personality – neurological - elevated neuroticism and reduction in empathy, agreeableness, and conscientiousness—but rate self higher = low insight
- BPD – high neuroticism, reduced agreeableness – rate self opposite / low insight – 60% genetic.
- Aspergers - ?
- "One study found personality disorders as described by the DSM overall to correlate modestly with I, N, T, and P, although the associations varied significantly by disorder. --- schizotypal (INTP) and obsessive-compulsive personality disorder (ISTJ).

Absolute vs relative intensities – Mattias as example? (It measures preference, not ability.)

Change? – Pierre INTJ to ENFP, -- Personality Stability From Age 14 to Age 77 Years (only mood stability).

Observations: INFP meditators, INTJ young Asian women.

Mating success – opposites versus similars versus opportunity versus good at relationships